

Message Text

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PAGE 01 GUAYAQ 01498 222147Z
ACTION FBOE-00

INFO OCT-01 ARA-14 ISO-00 A-01 L-03 /019 W
-----078106 230905Z /14

R 222130Z AUG 78
FM AMCONSUL GUAYAQUIL
TO SECSTATE WASHDC 6356
INFO AMEMBASSY QUITO

UNCLAS GUAYAQUIL 1498

FOR FBO/ARA-L. PRUITT

EO 11652: N/A
TAGS: ABLD, AMGT
SUBJ: CONSULATE GENERAL PROPERTY EXCHANGE - GUAYAQUIL

REF: (A) STATE 210674 (B) GUAYAQUIL 1316

1. CHALELA PROPOSAL ANTICIPATED 8-1-76 SUBMITTED 8-11-78 PER REF
(A);
SPECIFICALLY ALTERNATIVE #3.

2. TOTAL PROPOSAL POUCHED TO MR. PRUITT AUGUST 22, 1978 WHICH
INCLUDES
ONE ORIGINAL PLUS THREE XEROX COPIES.

3. WE HAVE A TRUE SWAP PROPOSAL AS "HIGHLIGHTED" NEXT:

A. PROPOSAL I-

(1) TOTAL COST 49,000,00 SUCRES OR APPROX \$1,900,000 U.S.

(2) SWAP OF PRESENT CONGEN OFFICE AND NINE APTYBV PLUS PARKING LOT
FOR NEW CONGEN OFFICE BUILDING AND POOL.

(3) LAND IS 3000 SQ. MT. AND PARKING FOR 20.
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B. PROPOSAL II-

(1) TOTAL COST OF 12,360,716 SUCRES OR APPROX \$475,000 U.S.

(2) NEW STAFF HOUSING APT. BUILDING ON 1211 SQ. MT. DESIGNED FOR
EIGHT APARTMENTS (FOUR 2-BR AND FOUR 1-BR).

(3) PARKING FOR TOTAL OF 8 CARS.

(4) CENTRAL A/C ADD-ON COST OF 285,000 SUCRES OR APPROX \$11,000 U.S.

(5) LEGAL COSTS

(A) TOTAL APPROX 11,000,000 SUCRES OR \$415,000 U.S.

(B) THIS COST TO CHALELA CONSISTS OF ROUGHLY 1,000,000 SUCRES OR \$45,000 U.S. FOR FIXED TOTAL LEGAL COSTS FOR BOTH THE SWAP PROPOSAL I AND STAFF HOUSING PROPOSAL II.

(C) THE OTHER 90 PERCENT OF THE LEGAL COSTS (APPROX 10,000,000 SUCRES OR \$370,000 U.S.) ARE ESTIMATED FOR REAL ESTATE TAXES MAINLY FOR THE SALE OF THE PRESENT CONGEN COMPLEX PLUS SOME FOR THE ACQUISITION OF THE NEW OFFICE BLDG, AND STAFF-HOUSING.

(D) WE HAVE ALREADY ASKED OUR EMBASSY IN QUITO TO REQUEST THE ECUADORIAN GOVERNMENT TO EXONERATE THESE TAXES.

(C). PROPOSAL I & II WILL BE ONLY VALID IF BOTH ARE ACCEPTED AND SIGNED

BY OCT. 31, 1978. THE COSTS IN PROPOSAL II ARE VALID ONLY
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UNTIL AUG. 31, 1978.

D. THE EARLIER CHALELA PROPOSALS OF JUNE 15, 1978 PER REF: (B) ARE ALSO ENCLOSED. NOTE THAT ALTERNATIVE #1 HAS A \$70,000 U.S. OVERRUN AND ALTERNATIVE #2 A \$210,000 OVERRUN. SINCE THESE COSTS EXCLUDE ANY LEGAL COSTS SUCH AS TAXES WE HAVE DROPPED THEM BECAUSE THEY PROVIDE NO SWAP OFFER. FURTHERMORE, ALTERNATIVES #1 AND #2 COVER ONLY THE NEW OFFICE BUILDING - NOTHING FOR STAFF HOUSING.
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